

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 SSO-00 NSCE-00 INRE-00 CAB-02

CIAE-00 COME-00 DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00

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FM AMEMBASSY LONDON

TO SECSTATE WASHDC IMMEDIATE 5643

INFO AMEMBASSY BONN

USMISSION BERLIN

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E.O. 11652: L/A

TAGS: EAIR, UK, GW

SUBJ: CIVAIR - AGENDA FOR US/UK AIR SERVICES TALKS

NOVEMBER 5-7

REF: LONDON 15669 NOTAL

1. WE HAVE HAD TWO FURTHER DISCUSSIONS WITH BROWN, DOT, CONCERNILG AGENDA FOR UPCOMING TALKS. ON FIRST OCCASION WE TOLD BROWN WE THOUGHT UK HAD ITS PRIORITIES WRONG. TALKS HAD BEEN REQUESTED AT U.S. INITIATIVE TO DISCUSS CHARTER ARRANGEMENTS AND THEREFORE WE BELIEVED CHARTER MATTEPS SHOULD BE FIRST PRIORITY. WITH REGARD TO UK PROPOSAL THAT WE DISCUSS, "PANAM LOW RATE ITCS BETWEEN BERLIN AND LONDON. CONSIDERATION OF THE 1975 PROGRAM AND DISCUSSION ON ANY PROPOSALS FOR 1976," WE SAID U.S. BELIEVED THIS ISSUE SHOULD BE DISCUSSED IN BONN AMONG CIVAIR ATTACHES AND IN BONN GROUP. ON QUESTION OF INTERPRETATION OF ANNEX II, WE DID NOT KNOW WHAT MORE COULD BE SAID BUT WE WOULD BE WILLING TO DISCUSS ISSUE IF IT WOULD PROVE PRODUCTIVE. ON SCHEDULED CAPACITY WE SAID WE WERE DOUBTFUL THAT MUCH COULD USEFULLY BE DISCUSSED ON SUMMER ARRANGEMENTS SINCE THIS UP TO CARRIERS TO WORK OUT.

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2. ON BERLIN CHARTERS, BROWN SAID UK WISHED TO USE TALKS AS AN OCCASION TO EXPLAIN UK CONCERNS RAISED BY THIS YEAR'S PAN AM PROGRAM. ALTHOUGH BROWN DID NOT SAY SO SPECIFICALLY WE GAINED IMPRESSION UK WANTS TO ESTABLISH A RECORD OF THEIR CONCERNS AS A WAY OF PUTTING US ON NOTICE THAT UK POLICY NEXT SEASON MAY BE CONSIDERABLY MORE RESTRICTIVE, PERHAPS EVEN DISALLOWING PANAM CHARTERS IF CAPACITY AVAILABLE ON BRITISH CARRIERS.

3. BROWN LATER CALLED US BACK TO SAY THAT GEORGE ROGERS HAD "INSTRUCTED" HIM TO TELL US THAT BRITISH AND U.S. CARRIERS WOULD MEET OCT. 22-23 TO DISCUSS NEXT SUMMER'S SCHEDULES AND IF, AS APPEAR LIKELY, AGREEMENT IS NOT REACHED THEN, IN ACCORDANCE WITH THE JOINT RECORD OF US/UK TALKS OD AUGUST 20-22, THE TWO SIDES HAVE ALREADY AGREED TO CONSULT ON ACTION TO BE TAKEN. AS FAR AS ROGERS IS CONCERNED, SCHEDULED CAPACITY IS MORE IMPORTANT IN TOTAL MARKET THAN CHARTERS AND SHOULD BE FIRST ORDER OF PRIOPITY.

4. WE TOLD BPOWN WE WERE WITHOUT INSTRUCTIONS AT THIS POINT BUT TO OUR KNOWLEDGE, WHILE USG HAD GIVEN CONSENT TO U.S. CARRIERS TO DISCUSS CAPACITY ARRANGEMENTS, USG HAD NEVER NEGOTIATED A PRIORI CAPACITY DEALS WITH ANOTHER GOVERNMENT IN THE EVENT CARRIERS FAILED TO REACH AGREEMENT AND WE CERTAINLY DID NOT BELIEVE USDEL TO NOVEMBER TALKS WOULD BE IN ANY POSITION TO DO. IN ANY EVENT, WE THOUGHT GOVERNMENTAL INTERVENTION BECAUSE CARRIERS FAILED TO REACH AGREEMENT IN FIRST, PRELIMINARY DISCUSSIONS, WOULD BE PREMATURE. WE TOLD BROWN USDEL WOULD BE WILLING TO HEAR WHAT UK HAD TO SAY AND IT MIGHT EVEN BE POSSIBLE TO HAVE A USEFUL EXCHANGE OF VIEWS ON THIS ISSUE BUT ANYTHING BEYOND THAT WAS HIGHLY UNLIKELY. BRMWN SAID HE UNDERSTOOD WHAT WE WERE SAYING BUT THIS DID NOT ALTER ROGER'S BASIC POSITION THAT THIS IS FIRST ORDER OF PRIORITY.

5. COMMENT: IT IS CLEAR THAT NEGOTIATION HAS ALREADY STARTED AND ROGERS MAY FEEL THAT HE HOLDS MOST OF THE HIGH CARDS. PERHAPS HE DOES. /WE SUGGEST THAT USDEL LIMITED OFFICIAL USE

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COME TO LONDON PREPARED TO BE AS FORTHCOMING ON CAPACITY QUESTION AS OUR POLICY RESTRAINTS ALLOW US TO BE. WE SEE THESE TALKS SHAPING UP AS DIFFICULT AND AS CONTENTIOUS AS THOSE IN WASHINGTON LAST AUGUST AND WHILE WE MAY BE ESSENTIALLY IN THE POSITION OF SUPPLICANTS AT THESE TALKS WE HOPE USDEL WILL BRING WITH THEM SOME TRUMP CARDS THAT MIGHT BE PLAYED IF WE ARE FORCED BY BRITISH INTRACTABILITY TO DO SO.

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